

Head of Business Development Jobs In Abu Dhabi | Siemens Energy

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Company: Siemens Energy

Location: , Abu Dhabi Emirate, United Arab Emirates

Category: other-general

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About the job

Develop positive relationships with all the important collaborators in Government entities and with customers.

Understand market size and market share and consequently develop of 3–5-year Siemens Energy wide customer specific sales strategy (based on Customer's strategy).

Support of cross division and global projects. Value based long term strategic partnership.

Identification of innovative business solutions with positive business impact.

Identification and development of medium / long term opportunities with Divisions / Business.

Enhance the account penetration, professionalizes the client relationship, guides a team of sales authorities.

Requirement

Increases the likelihood of Key Customers getting the latest products and services from Siemens Energy.

Identify and cover white spots at those Key Customers and increase our share of wallet.

Generate Customer Value Proposition

Proactively engage and collaborate with key collaborators in Sales, Operations,

Engineering, Strategy, Marketing and R&D, to drive market penetration.

Generates knowledge on the customer's specific strategy and its political and business environment.

Systematically handle customer request escalation.

Lead, develop sales team and ensures business growth.

#J-18808-Ljbffr

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